

Delaware Approved Education Providers

Updated Through 12/31/04

* Indicates a Mandatory Course

Company	WorkPhone	CourseTitle	Credit Hours
1031 Corp. Inc.	610-970-1300 X15	Section 1031 Tax – Deferred Exchanges	3
Academy of Real Estate	302-478-3800	*Prelicensing Course	99
Academy of Real Estate	302-478-3800	Construction, Radon, Well Septic & Insects	3
Academy of Real Estate	302-478-3800	*Sales Licensee Core Course	3
Appraisal Institute, Center NJ Chapter	609-943-5758	Fall Symposium at Forsgate	3 <i>Only</i>
Bullis Real Estate Consultant	302-732-9159	Real Estate Calculator Course	6
Bullis Real Estate Consultant	302-732-9159	Real Estate Calculator Course	6
Bullis Real Estate Consultant	302-732-9159	*Brokers Core Course I	3 <i>(Elective after 05/01/03)</i>
Bullis Real Estate Consultant	302-732-9159	*Brokers Core Course II	3 <i>(Elective after 05/01/03)</i>
Callaway Farnell & Moore, Inc.	302-629-4514	Home Inspection & Environmental Issues	3
Career Web School	800-532-7649	ADA & Fair Housing	3
Career Web School	800-532-7649	Tax Free Exchanges	3
Career Web School	800-532-7649	Tax Advantages of Home Ownership	6
Career Web School	800-532-7649	Real Estate Math	3
Career Web School	800-532-7649	Pricing Property to Sell	6
Career Web School	800-532-7649	Methods of Residential Finance	6
Career Web School	800-532-7649	NAR Code of Ethics	3
Career Web School	800-532-7649	Consensual Dual Agency	3
Career Web School	800-532-7649	Basic Real Estate Finance	6
Career Web School	800-532-7649	Business Management in a Real Estate Office	6
Center for Continuing Education	302-734-1701	Appraisal Fraud and Real Estate Agents	3
Center for Continuing Education	302-737-1701	*Sales Licensee Core Course	3
Center for Continuing Education	302-737-1701	*6 Hour Mandatory Brokers Core Course	6
Center for Continuing Education	302-737-1701	Listing Agreements & Agreements of Sale	3
Center for Continuing Education	302-737-1701	Mold & Residential Property Transactions	3
Center for Continuing Education	302-737-1701	Legislative Update	3
Century 21 Corporation	973-496-7750	Create 21	6 <i>Elective Hours</i>
Century 21 Corporation	973-496-7750	Create 21	6 <i>Elective Hours</i>

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Company	WorkPhone	CourseTitle	Credit Hours
Coldwell Banker Residential Brokerage School of Real Estate	800-992-4794	How To Do A 1031 Tax-Deferred Exchange	4
Council of Real Estate Brokerage Managers	800-621-8738	The Selling Manager	6
Council of Real Estate Brokerage Managers	800-621-8738	Balancing the Scales of Risk Management	6
Council of Real Estate Brokerage Managers	800-621-8738	Mergers and Acquisitions	6
Council of Real Estate Brokerage Managers	800-621-8738	Generational Marketing	6
Council of Residential Specialists	800-462-8841	CRS 206 Technologies to Advance Your Business	16
Council of Residential Specialists	800-462-8841	CRS 204 Creating Wealth through Residential Real Estate Investments	16
Council of Residential Specialists	800-462-8841	CRS 202 Effective Buyer Sales Strategies	16
Council of Residential Specialists	800-462-8841	CRS 201 Listing Strategies for the Residential Specialist	16
Council of Residential Specialists	800-462-8841	CRS 200 Business Planning & Marketing for the Residential Specialist	16
Council of Residential Specialists	800-462-8841	CRS 210"Building an Exceptional Customer Service-Referral Business	14 Only
Council of Residential Specialists	800-462-8841	CRS 105 "Making the Right Real Estate Finance Decisions"	8
Council of Residential Specialists	800-462-8841	CRS 107 "Mastering the Art of Selling Homes"	8 Applied to Professional Enhancement
Council of Residential Specialists	800-462-8841	CRS 103 "Maximize Your Potential Personally & Professionally"	6 Only
Delaware Association of Realtors	302-734-4444	The M Word: Mold & Residential Property Transaction	3
Delaware Association of Realtors	302-734-4444	Surviving Fair Housing Testing	3 as Fair Housing Law
Delaware Association of Realtors	302-734-4444	The Changing Insurance Market and Its Affect on Home Buyers and Sellers	3 Applied to Professional Enhancement Only
Delaware Association of Realtors	302-734-4444	*6 Hour Mandatory Broker Licensee Continuing Education Course	6
Delaware Association of Realtors	302-734-4444	*6 Hour Mandatory Broker Licensee Continuing Education Course	6
Delaware Association of Realtors	302-734-4444	*3 Hour Mandatory Sales Licensee Core Course	3
Delaware Association of Realtors	302-734-4444	*3 Hour Mandatory Sales Licensee Core Course	3
Delaware Association of Realtors	302-734-4444	Landlord Tenant Code	3
Delaware Association of Realtors	302-734-4444	Landlord Tenant Code	3
Delaware Association of Realtors	302-734-4444	National Association of Realtors Ethics	3
Delaware Association of Realtors	302-734-4444	Contract Law: DE Listing Agreements & Agreements of Sale	3
Delaware Association of Realtors	302-734-4444	1031's (Tax Exchange)	3
Delaware Association of Realtors	302-734-4444	What is a Major Defect?	?
Delaware Association of Realtors	302-734-4444	Environmental Considerations for the Real Estate Professional	3
Delaware Association of Realtors	302-734-4444	Agency/Legislative Update	3

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Company	WorkPhone	CourseTitle	Credit Hours
Delaware Association of Realtors	302-734-4444	GRI I	30
Delaware Association of Realtors	302-734-4444	GRI II	30
Delaware Association of Realtors	302-734-4444	GRI III	27
Delaware Association Of Realtors	302-734-4444	Diversity/Emerging Markets	6
Delaware Association Of Realtors	302-734-4444	Alternative Lending Solutions	3
Delaware Association Of Realtors	302-734-4444	Technology to Improve Your Business	3
Delaware Association Of Realtors	302-734-4444	Understanding Bankruptcy	3
Delaware Association Of Realtors	302-734-4444	New Construction Sales & Marketing	3
Delaware Association of Realtors	302-734-4444	Real Estate Appraisal	3
Delaware Association of Realtors	302-734-4444	Legislative Update	3
Delaware Association of Realtors	302-734-4444	Environmental Considerations for the Real Estate Professional	3
Delaware Association of Realtors	302-734-4444	Diversity/ Emerging Markets	3
Delaware Chapter of the National Organization of Housing and Redevelopment Officials	302-738-0915	How to Deal with Mold: The Unwanted Visitor	3 Only
Delaware Division of Human Relations, DE Human Relations Commission	302-577-5050	Hostile Housing Environment as a Violation of Federal & State Fair Housing	1
Delaware Division of Human Relations, DE Human Relations Commission	302-577-5050	Manufactured Housing Issues Under Current & Proposed State Laws	1
Delaware School of Real Estate	302-239-8909	Ethics	3
Delaware School of Real Estate	302-237-8919	*Prelicensing Course	99
Delaware Technical & Community College	302-855-5987	Land Use Regulation - Contingent Upon Receipt of a Detailed Timed Outline	3
Delaware Technical & Community College	302-855-5987	Sussex County Zoning Procedures	3
Delaware Technical & Community College	302-855-5987	Legislative Update	3
Delaware Technical & Community College	302-855-5987	Building Inspection for Real Estate Agents	3
Delaware Technical & Community College	302-855-5987	Real Estate Broker's Course	99
Delaware Technical & Community College	302-855-5987	Real Estate Calculator Course	3
Delaware Technical & Community College	302-854-6966	*Real Estate Pre-Licensing Course	99
Delaware Technical & Community College	302-854-6966	Real Estate Calculator Course	6
Delaware Technical & Community College - Terry	302-857-1400	*Real Estate Prelicensing Course	99
Frederick Academy of Real Estate	800-854-0950	Real Estate Hot Buttons and Issues	3
Frederick Academy of Real Estate	800-854-0950	Anatomy of a House	3 Only
Frederick Academy of Real Estate	800-854-0950	Renewal and Expansion Options	3
Frederick Academy of Real Estate	800-854-0950	Letters of Intent	3
Frederick Academy of Real Estate	800-854-0950	The Commercial Administrative Process	3

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Company	WorkPhone	CourseTitle	Credit Hours
Frederick Academy of Real Estate	800-854-0950	Assingment and Subleasing	3
Frederick Academy of Real Estate	800-854-0950	Assingment and Subleasing	3
Frederick Academy of Real Estate	800-854-0950	Pricing Property to Sell	6
Frederick Academy of Real Estate	800-854-0950	Methods of Residential Finance	6
Frederick Academy of Real Estate	800-854-0950	A Legal Issues Update - <i>Retitle as 6 Hour Mandatory Continuing Education Course for the Delaware Broker Licensee</i>	6
Frederick Academy of Real Estate	800-854-0950	Agency and Real Estate Law- General	3
Frederick Academy of Real Estate	800-854-0950	Environmental Legal Issues - Omit "Legal" from the Title	<i>3 Apply to Professional Enhancement</i>
Frederick Academy of Real Estate	800-854-0950	Common Real Estate Settlement Problems	3
Frederick Academy of Real Estate	800-854-0950	Advanced Buyer Agency	3
Frederick Academy of Real Estate	800-854-0950	Contracts/Contract Law	3
Frederick Academy of Real Estate	800-854-0950	Practice of Appraising	3
Frederick Academy of Real Estate	800-854-0950	Building a Better Open	3
Frederick Academy of Real Estate	800-854-0950	Disclosure	3
Frederick Academy of Real Estate	800-854-0950	Building a Better Settlement	3
Frederick Academy of Real Estate	800-854-0950	What's Material	3
Frederick Academy of Real Estate	800-854-0950	Procuring Cause	3
Frederick Academy of Real Estate	800-854-0950	Deferred Exchanges and Capital Gains Tax	3
Frederick Academy of Real Estate	800-854-0950	*Real Estate Concepts	3
Frederick Academy of Real Estate	800-854-0950	*Prelicensing Course	99
Frederick Academy of Real Estate	800-854-0950	Anti-Trust and the Real Estate Practitioner	3
Frederick Academy of Real Estate	800-854-0950	Ethics in Real Estate	3
Frederick Academy of Real Estate	800-854-0950	Tax Free Exchanges	3
Frederick Academy of Real Estate	800-854-0950	ADA & Fair Housing	3
Frederick Academy of Real Estate	800-854-0950	Surviving New Fair Housing Testing	3
Frederick Academy of Real Estate	800-854-0950	Foreclosures	3
Frederick Academy of Real Estate	800-854-0950	Fair Housing	3
Frederick Academy of Real Estate	800-854-0950	Understanding Agency	3
Frederick Academy of Real Estate	800-854-0950	Understanding Bankruptcy	3
Frederick Academy of Real Estate	800-854-0950	Commercial Real Estate Hot Buttons	3
Frederick Academy of Real Estate	800-854-0950	Ethical Practice	3
Jack Lingo, Inc. Realtor	302-226-6633	Legislative Update	3
Jack Lingo, Inc. Realtor	302-226-6633	NAR Ethics	3
Jack Lingo, Inc. Realtor	302-226-6633	The Most Common Problems with Real Estate Contracts	3

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Company	WorkPhone	CourseTitle	Credit Hours
Jack Lingo, Inc. Realtor	302-226-6633	The "M" Word: Mold and Residential Property Transactions	3
Jack Lingo, Inc. Realtor	302-226-6633	*Sales Licensee Core Course	3
Jack Lingo, Inc. Realtor	302-226-6633	Surviving Fair Housing Testing	3
Jack Lingo, Inc. Realtor	302-226-6633	*6 Hour Mandatory Brokers Core Course	6
Kent County Association of Realtors	302-678-9750	The Code of Ethics- Your Promise of Professionalism	3
Kent County Association of Realtors	302-678-9750	Healthy Homes	3
Kent County School of Real Estate	302-736-0800	Ethics Code	3
Kent County School of Real Estate	302-736-0800	Legislative Issues UpDate	3
Kent County School of Real Estate	302-736-0800	Legislative Update on Environmental Issues in the Home & Workplace	3
Kent County School of Real Estate	302-736-0800	NAR's Ethics	3
Kent County School of Real Estate	302-736-0800	CRS Day: Top Secret Success Tips Revealed	3
Kent County School of Real Estate	302-736-0800	Negotiating Strategies for Success	3
Kent County School of Real Estate	302-736-0800	Termite (Wood Destroying Insect) Inspections	3
Kent County School of Real Estate	302-736-0800	Mortgage Process - Application to Closing	3
Kent County School of Real Estate	302-736-0800	Law Office Spring Training for Rookies and Veterans	3
Kent County School of Real Estate	302-736-0800	*Real Estate Prelicensing Course	99
Kent County School of Real Estate	302-736-0800	*6 Hour Mandatory Brokers Core Course	6
Kent County School of Real Estate	302-736-0800	*Brokers Licensing Course	99
Kent County School of Real Estate	302-736-0800	Fair Housing - Doing the Right Thing	3
Kent County School of Real Estate	302-736-0800	Buyer Agency/Sellers/Dual-Understanding the Difference	3 Agency Hours
Kent County School of Real Estate	302-736-0800	Handling the Multiple Offer	3
Kent County School of Real Estate	302-736-0800	*Sales Licensees Core Course	3
Kent County School of Real Estate	302-736-0800	Construction, Environmental Hazards, & Wood Destroying Insects	3
Long & Foster Institute of Real Estate	301-417-7100	Like Kind Exchange of Real Estate	3
Long & Foster Institute of Real Estate	301-417-7100	Destination Services/Homefinding Assistance	3
Long & Foster Institute of Real Estate	301-417-7100	Assisting the Relocation Home Seller	3
Long & Foster Institute of Real Estate	301-417-7100	Using the Tax Deferred Exchange	1 Hour Only
Long & Foster Institute of Real Estate	301-417-7100	Professional Standards & Code of Ethics	3
Long & Foster Institute of Real Estate	301-417-7100	*Prelicensing Course	99
Long & Foster Institute of Real Estate	301-417-7100	Servicing Clients Using Technology	3
Lorman Business Center, Inc.	715-833-3940	Fundamentals of Real Estate Closings in Delaware	7 Applied to Professional Enhancement
Lorman Business Center, Inc.	715-833-3940	Selected Topics in Land Use Law	6 Only Apply to

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Company	WorkPhone	CourseTitle	Credit Hours <i>Professional Enhancement</i>
Lorman Business Center, Inc.	715-833-3940	Real Estate Development From Beginning To End	6 as <i>Professional Enhancement</i>
Lorman Business Center, Inc.	715-833-3940	Like Kind Real Estate Exchanges	6 Only
Lorman Business Center, Inc.	715-833-3940	Addressing Urban Drainage	3 Elective Only
Lorman Business Center, Inc.	715-833-3940	Advanced Like Real Estate Exchanges	6
Lorman Business Center, Inc.	715-833-3940	Understanding Land Records	6 Only
National Business Institute	715-835-8525	Sophisticated Section 1031 Transactions in Delaware	6
National Business Institute	715-835-8525	Keys to Success in a Real Estate Transaction	6
National Business Institute	715-835-8525	Essentials of Section 1031 Exchanges in Delaware	6
National Business Institute	715-835-8525	Essentials of Section 1031 Exchanges in Delaware	6
National Business Institute	715-835-8525	Evictions and Landlord/Tenant Law in Delaware	6
National Business Institute	715-835-8525	An Advanced Look at Delaware Real Estate Law	6
New Castle Count Board of Realtors	302-762-4800	Constructin, Enviromnemtnal Hazards & Wood Destroying Insects	3
New Castle County Board of Realtors	302-762-4800	Landlord Tenant Code	3
New Castle County Board of Realtors	302-762-4800	The Changing Insurance Market and Its Effect on Home Buyers and Sellers	3
New Castle County Board of Realtors	302-762-4800	Antitrust Law Course	3
New Castle County Board of Realtors	302-762-4800	Helping Rental Agents/Brokerages Collect on Judgements	3
New Castle County Board of Realtors	302-762-4800	Fair Housing and the Real Estate Agent	3
New Castle County Board of Realtors	302-762-4800	Appraisal Fraud and Real Estate Agents	3
New Castle County Board of Realtors	302-762-4800	THE M WORD: Mold and Residential Property Transactions	3
New Castle County Board of Realtors	302-762-4800	FHA Appraisals & Repair Inspections	3
New Castle County Board of Realtors	302-762-4800	Legislative Update on Environmental Issues in the Home and Work Place 2004	3
New Castle County Board of Realtors	302-762-4800	Cultural Diversity Module	3
New Castle County Board of Realtors	302-762-4800	Contract Law for Rental Agents	3
New Castle County Board of Realtors	302-762-4800	1031 Tax Deferred Exchanges	3
New Castle County Board of Realtors	302-762-4800	Legislative Issues Update	3
New Castle County Board of Realtors	302-762-4800	*6 Hour Mandatory Course for the Delaware Broker Licensee	6
New Castle County Board of Realtors	302-762-4800	1031 Tax Deferred Exchanges	3
New Castle County Board of Realtors	302-762-4800	Eliminating/Vanquishing Impediments to Fair Housing	3
New Castle County Board of Realtors	302-762-4800	Healthy Homes	4

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Company	WorkPhone	CourseTitle	Credit Hours
New Castle County Board of Realtors	302-762-4800	Understanding the Agreement of Sale	3
New Castle County Board of Realtors	302-762-4800	The Code of Ethics – Your Promise of Professionalism (The Realtor code of Ethics	3
New Castle County Board of Realtors	302-762-4800	Maximinzing Your Real Estate Customer Contact Management System	3
New Castle County Board of Realtors	302-762-4800	Real Estate & Taxes! What Every Agent Should Know	6
New Castle County Board of Realtors	302-762-4800	Property Management & Managing Risk	6
New Castle County Board of Realtors	302-762-4800	Fair Housing	6
New Castle County Board of Realtors	302-762-4800	Risk Management	6
New Castle County Board of Realtors	302-762-4800	Introduction to Commercial Real Estate Sales	6
New Castle County Board of Realtors	302-762-4800	Diversity & Doing Business	6
New Castle County Board of Realtors	302-762-4800	Real Estate Finance Today	6
New Castle County Board of Realtors	302-762-4800	Ethics and Real Estate	6
New Castle County Board of Realtors	302-762-4800	EKey unlocking the Potential	3
New Castle County Board of Realtors	302-762-4800	Overview of Legislative Issues on Local, State and Federal Government Levels	3
New Castle County Board of Realtors	302-762-4800	Ethics - Let's Get It Right	3
New Castle County Board of Realtors	302-762-4800	*Brokers Licensing Course	99
New Castle County Board of Realtors	302-762-4800	New Member Code of Ethics Orientation	3
New Castle County Board of Realtors	302-762-4800	Fundamentals of Real Estate Closings in Delaware	3
New Castle County Board of Realtors	302-762-4800	Risk Reduction and the Real Estate Agent	3
New Castle County Board of Realtors	302-762-4800	Risk Reduction for the Real Estate Agent	3
Omega Real Estate School	302-239-4280	The Agony, Ecstasy and Ethics of Co-Broking	3 Only
Omega Real Estate School	302-239-4280	Let's Get It Right	3 Only
Omega Real Estate School	302-235-0400	*Real Estate Sales Prelicensing Course	99
Omega Real Estate School	302-239-4200	Agency and Buyers Brokerage	3
Omega Real Estate School	302-239-4280	Code of Ethics Training	3
Omega Real Estate School	302-239-4280	Using Single Family Homes as an Investment	3
Omega Real Estate School	302-239-4280	Tax Tool Kit for Real Estate Agents	3
Omega Real Estate School	302-239-4280	Rules Regulations and the Real Estate Agent	3
Omega Real Estate School	302-239-4280	Communication - The Key to Selling	3
Omega Real Estate School	302-239-4280	*Sales Licensees Core Course	3
Omega Real Estate School	302-239-4280	Closing Techniques that Open the Door to Success	3
Omega Real Estate School	302-239-4280	*6 Hour Mandatory Course for the Delaware Broker Licensee	3
Omega Real Estate School	302-239-4280	Broker Agent Training and Supervision	3
Patterson Schwartz	302-656-3141	Time Management	3
Patterson Schwartz	302-656-3141	Mortgage Financing	3

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Patterson Schwartz	302-856-3141	The M Word: Mold and Residential Property Transactions	3
Patterson Schwartz	302-856-3141	*Salesperson Core Course	3
Patterson Schwartz	302-856-3141	Legislative Issues Update	3
Patterson Schwartz	302-856-3141	Ethics	3
Patterson Schwartz	302-856-3141	The Most Common Problems with Real Estate Contracts	3
Patterson Schwartz	302-856-3141	Legislative Issues	3
Patterson-Schwartz	302-429-4548	*6 Hour Mandatory Course for the Delaware Broker Licensee	6
Pennsylvania Realtors Institute	717-561-1303	Professional Enhancement for Practicing Licensees: Accredited Buyer Representative	15
Polley Associates	610-353-6776	Accredited Buyer Representative	15 Elective
Polley Associates	610-353-6776	Marketing to Identify and Meet Consumer Needs in Buyer Agency Transactions	7 - Applied to Professional Enhancement Only
Polley Associates	610-353-6776	Representing the e-Buyer	7 Applied to Professional Enhancement Only
Polley Associates	610-353-6776	Diversity and Safety Benefits for Consumers and Licensees	3 Applied to Professional Enhancement Only
Polley Associates	610-353-6776	Using Internet Resources to Serve Consumers	7 Applied to Professional Enhancement Only
Real Estate Academy of Delaware	302-737-4399	*Salesperson Prelicensing Course	99
REcampus.com	312-836-4400	Buyer Representation in Real Estate	6
REcampus.com	312-836-4400	Real Estate Finance and Tax Issues	9
REcampus.com	312-836-4400	Real Estate Finance Today	6
REcampus.com	312-836-4400	Red Flags Property Inspection Guide	6
REcampus.com	312-836-4400	Risk Management	6
REcampus.com	312-836-4400	Commercial Real Estate: Listing Properties	6
REcampus.com	312-836-4400	Commercial Real Estate: Understanding Investments	6
REcampus.com	312-836-4400	Commercial Continuing Education Set I	9
REcampus.com	312-836-4400	Commercial Continuing Education Set II	9

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Company	WorkPhone	CourseTitle	Credit Hours
REcampus.com	312-836-4400	Introduction to Commercial Real Estate Sales	6
REcampus.com	312-836-4400	Investment Property Practice and Management	9
REcampus.com	312-836-4400	Diversity and Doing Business	6
REcampus.com	312-836-4400	Environmental Issues in Your Real Estate Practice	6
REcampus.com	312-836-4400	Ethics and Real Estate	6
REcampus.com	312-836-4400	Fair Housing	6
REcampus.com	312-836-4400	Fair Housing Law & Practice	9
REcampus.com	312-836-4400	Home Inspection and Environmental Basics	9
REcampus.com	312-836-4400	Property Management & Managing Risk	6
REcampus.com	312-836-4400	Real Estate and Taxes	6
Remax Associates	302-477-3900	Real Estate Agents Conduct	3
Remax Associates	302-477-3900	*3 Hour Required Sales Licensees Core Course	3
Remax Associates	302-477-3900	*6 Hour Mandatory Course for the Delaware Broker Licensee	6
Remax Associates	302-477-3900	How to Buy Bank Foreclosures	3
Remax Associates	302-477-3900	Essential Forms	3
Remax Associates	302-477-3900	The Code of Ethics – NAR’S Quadrennial Mandatory Course	3
Remax Associates	302-477-3900	Fair Housing	3
School of Real Estate Appraising, Inc.	302-368-2855	Avoiding Appraiser Liability	6
School of Real Estate Appraising, Inc.	302-368-2855	Avoiding Appraiser Liability	6
School of Real Estate Appraising, Inc.	302-368-2855	The Art of Appraisal Review	6
School of Real Estate Appraising, Inc.	302-368-2855	The Art of Appraisal Review	6
School of Real Estate Appraising, Inc.	302-368-2855	Review of USPAP	5 Only
School of Real Estate Appraising, Inc.	302-368-2855	Review of USPAP	5 Only
School of Real Estate Appraising, Inc.	302-368-2855	Current Appraisal Issues	4
School of Real Estate Appraising, Inc.	302-368-2855	New FNMA Guidelines and Field Review Report	6
School of Real Estate Appraising, Inc.	302-368-2855	FHA Appraisals	6 Only
School of Real Estate Appraising, Inc.	302-368-2855	Appraisal and Real Estate Fraud	6 Only
School of Real Estate Appraising, Inc.	302-368-2855	Basic Residential Construction	3 Only
Servpro Industries, Inc.	615-451-0600	Understanding Mold in the Restoration Industry	3
Society of Industrial and Office Realtors	202-737-8765	2003 SIOR Spring Convention	4 Only
Society of Industrial and Office Realtors	202-449-8210	Office Tenant Representation	2 May be offered one time only
Society of Industrial and Office Realtors	202-449-8210	Developing a Well Defined Process for Creating Distinctive Value	2 May be offered one time only

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Society of Industrial and Office Realtors	202-449-8210	Presentation Techniques	2 <i>May be offered one time only</i>
Society of Industrial and Office Realtors	202-449-8210	Internet Strategies to Increase Productivity and Profits	2 <i>May be offered one time only</i>
Society of Industrial and Office Realtors	202-449-8210	How Can a Different Brokerage Platform Benefit You?	2 <i>May be offered one time only</i>
Society of Industrial and Office Realtors	202-449-8210	2003 SIOR Fall Professional Conference	11
Society of Industrial and Office Realtors	202-449-8210	Construction	6
Society of Industrial and Office Realtors	202-449-8210	Annual Review and Forecast	2
Society of Industrial and Office Realtors	202-449-8210	Understanding the Lease Agreement	3
Society of Industrial and Office Realtors	202-449-8210	Investment Property Market	3
Sussex County Association of Realtors	302-855-2300	Negotiating Strategies for Success	3
Sussex County Association of Realtors	302-855-2300	Cultural Diversity	3
Sussex County Association of Realtors	302-855-2300	How to Buy Foreclosed Properties	3
Sussex County Association of Realtors	302-855-2300	Contract Review & Settlement Problems	3
Sussex County Association of Realtors	302-855-2300	Expand Your Market	3
Sussex County Association of Realtors	302-855-2300	Financial Roundtable	3
Sussex County Association of Realtors	302-855-2300	Futures Home Assistance Program	3
Sussex County Association of Realtors	302-855-2300	Contract Writing for the Rookie & Veteran Realtor	3
Sussex County Association of Realtors	302-855-2300	Real Property - Agency	3
Sussex County Association of Realtors	302-855-2300	Customers: An Asset Worth Appreciating	3
Sussex County Association of Realtors	302-855-2300	Communication - The Key to Selling	3
Sussex County Association of Realtors	302-855-2300	Closing Techniques that Open the Door to Success	3
Sussex County Association of Realtors	302-855-2300	Using Single Family Homes as an Investment	3
Sussex County Association of Realtors	302-855-2300	Helping Rental Agents/Brokerages Collect on Judgments	3
Sussex County Association of Realtors	302-855-2300	Business Planning	3
Sussex County Association of Realtors	302-855-2300	Selling Real Estate Using the BAI Plus Calculator	3
Sussex County Association of Realtors	302-855-2300	The "M" Word" Mold & Residential Property Transactions	3
Sussex County Association of Realtors	302-855-2300	The "M" Word: Mold and Residential Property Transactions	3
Sussex County Association of Realtors	302-855-2300	*Broker/Daily Office Supervision	3
Sussex County Association of Realtors	302-855-2300	*Real Estate Concepts	3
Sussex County Association of Realtors	302-855-2300	The Most Common Problems with Real Estate Contracts	3
Sussex County Association of Realtors	302-855-2300	Broker/Agent Training Supervision	6

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Company	WorkPhone	CourseTitle	Credit Hours
Sussex County Association of Realtors	302-855-2300	Legislative Update	3
Sussex County Association of Realtors	302-855-2300	Helping Rental Agents/Brokerages Collect on Judgements	3
Sussex County Association of Realtors	302-855-2300	Helping Rental Agents/Brokerages Collect on Judgements	3
Sussex County Association of Realtors	302-855-2300	The New Millennium and the e-Client	3
Sussex County Association of Realtors	302-855-2300	The New Millennium and the e-Client	3
Sussex County Association of Realtors	302-855-2300	Home Inspection	3
Sussex County Association of Realtors	302-855-2300	Home Inspection	3
Sussex County Association of Realtors	302-855-2300	Professional Standards Training	3
Sussex County Association of Realtors	302-855-2300	Professional Standards Training	3
Sussex County Association of Realtors	302-855-2300	Property Management	3
Sussex County Association of Realtors	302-855-2300	The Road to Success - Part I	3
Sussex County Association of Realtors	302-855-2300	The Road to Success - Part II	3
Sussex County Association of Realtors	302-855-2300	Real Property Long-Term, Short-Term Rentals	3
Sussex County Association of Realtors	302-855-2300	Procuring Cause	3
Sussex County Association of Realtors	302-855-2300	Seniors Real Estate Specialist	9
Sussex County Association of Realtors	302-855-2300	Emerging Issues in Contract Law	3
Sussex County Association of Realtors	302-855-2300	Commercial Real Estate	3
Sussex County Association of Realtors	302-855-2300	NAR Ethics	3
Sussex County Association of Realtors	302-855-2300	Title Search	3
Sussex County Association of Realtors	302-855-2300	Sussex County Zoning	3
Sussex County Association of Realtors	302-855-2300	Land Use Planning	3
Sussex County Association of Realtors	302-855-2300	Landlord Tenant Code	3 as <i>Professional Enhancement</i>
Sussex County Association of Realtors	302-855-2300	Contract Law for Rental Agents	3 as <i>Professional Enhancement</i>
Sussex County Association of Realtors	302-855-2300	Mock Ethics Hearing	3
Sussex County Association of Realtors	302-855-2300	A Guide to Agency Relationships	3
Sussex County Association of Realtors	302-855-2300	Property Condition Disclosure: RETITLE as "Disclosure in the Sale of Delaware Real Estate"	3
Sussex County Association of Realtors	302-855-2300	*Broker/Agent Training and Supervision	6
The Institute of Professional Development	512-453-0900	Code of Ethics	3
The Institute of Professional Development	512-453-0900	Fair Housing	3
The Real Estate Institute	410-819-0100	Tax Law - Retitle as "Section 1031- Tax Deferred Exchanges"	3
The Real Estate Institute	410-819-0100	What Buyers Want Today	3

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The Real Estate Institute	410-819-0100	Bricks and Sticks: Construction Basics	3
The Real Estate Institute	410-819-0100	Fair Housing	3
The Real Estate Institute	410-819-0100	Financing Workshop	3
The Real Estate Institute	410-819-0100	Buying and Selling Foreclosures - Retitle as "Buying and Selling VA Foreclosures"	3
The Real Estate Institute	410-819-0100	Targeting the Active Adult Buyer	<i>1 Hour Only</i>
The Real Estate Institute	410-819-0100	Fair Housing Update	<i>1 Hour Only</i>
The Real Estate Institute	410-819-0100	Emerging Markets	3
The Real Estate Institute	410-819-0100	The Land Development Process	3
Tri State Real Estate School	610-567-3083	Accredited Buyer Representative Designation Course	15
Tri State Real Estate School	610-567-3083	Innovative Marketing for Buyer Representatives	7
Tri State Real Estate School	610-567-3083	Ethics, the Consumer and You	3
Tri State Real Estate School	610-567-3083	Ethics, the Consumer and You	3
Tri State Real Estate School	610-567-3083	*Three Required Sales Licensee Core Course	3
Tri State Real Estate School	610-567-3083	*Three Required Sales Licensee Core Course	3
Tri State Real Estate School	610-567-3083	Client Advocacy	<i>6 Only</i>
Tri State Real Estate School	610-567-3083	Disclosure is Mandatory - Protect the Consumer	<i>3 Applied to Professional Enhancement</i>
Tri State Real Estate School	610-567-3083	Finance and You - Today's Buyers & Sellers	3
Tri State Real Estate School	610-567-3083	*6 Hour Mandatory Continuing Ed Course for DE Brokers	6
Tri State Real Estate School	610-567-3083	*3 Hour Required Sales Licensee Core Course	3
Tri State Real Estate School	610-567-3083	Understanding the Agreement of Sale	<i>3 - Apply to Professional Enhancement</i>
Tri State Real Estate School	610-567-3083	A Licensee's Guide to Working with Seniors	<i>6 Only</i>
Tri State Real Estate School	610-567-3083	At Home with Diversity - One America	<i>6 Only</i>
Villanova University	610-519-4302	Developing with Historic Rehabilitation Tax Credits/Subdivision, Land Development and Zoning	<i>3 Only</i>
Villanova University	610-519-4302	Lease Administration - Controversial Clauses and Operating Expense Issues	<i>3 Only</i>
Villanova University	610-519-4302	Permanent Financing - Income Property Loans	<i>3 Only</i>
William Schab, Esquire	302-856-9024	Contracts	3
www.Continuing-Ed-Online.org	206-523-9801	Property Management and Managing Risk	6
www.Continuing-Ed-Online.org	206-523-9801	- National Law Level Only Introduction to Commercial Real Estate Sales	6

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Company	WorkPhone	CourseTitle	Credit Hours
www.Continuing-Ed-Online.org	206-523-9801	- National Law Level Only Ethics and Real Estate	6
www.Continuing-Ed-Online.org	206-523-9801	- National Law Level Only Real Estate Finance & Tax Issues	<i>6 Only</i>
www.Continuing-Ed-Online.org	206-523-9801	Home Inspection & Environmental Basics	<i>6 Only</i>